

1. A store for displaying home furnishings and decorative accessories for sale comprising:

a store enclosure;

5 a display area within the store enclosure which includes a plurality of pods, each of the pods containing home furnishings and decorative accessories available for sale, the home furnishings and decorative accessories of the different pods being identifiable, respectively, with different ones of a plurality of different lifestyles, the home furnishings and decorative accessories of each  
10 respective pod including home furnishings and decorative accessories selected from the group consisting essentially of furniture, wall coverings, floor coverings, window coverings, electronics, lighting fixtures, sculpture, mirrors and pictures that are mutually compatible in design and identifiable with the respective one of the different lifestyles;

a checkout location within the store enclosure;

15 an array of intersecting aisles within the display area and providing pedestrian access to, from and among each of the pods and the checkout location, the array including aisles terminating in groupings of furniture compatible with the lifestyles of pods adjacent thereto;

20 an entry space communicating and providing pedestrian passage between the outside of the enclosure and the array of aisles of the display area; and

the plurality of pods being visually and physically separated from each other by components selected from the group consisting essentially of aisles, lighting, floor finish, floor color, floor covering, floor elevation, signage and walls.

2. The store of claim 1 wherein:

the entry space includes a first informational display diagrammatically depicting a process of manufacturing furniture from material acquisition through the finishing of furniture products and a second informational display depicting the facts relating to a retail entity associated with the store.

3. The store of claim 1 further comprising:

a design center location within the store enclosure;  
the array of intersecting aisles providing pedestrian access to, from and among each of the pods and the design center location.

4. The store of claim 1 further comprising:

an office area within the store enclosure;  
the array of intersecting aisles providing pedestrian access to, from and among each of the pods and the office area.

5. The store of claim 1 further comprising:

a design center location within the store enclosure; and  
an office area within the store enclosure;  
the array of intersecting aisles providing pedestrian access to, from and among each of the pods, the design center location and the office area.

**6. The store of claim 1 wherein:**

at least one of the pods includes wall partitions internal to the pods dividing the pods physically and visually into a plurality of rooms.

7. A store for displaying furniture and other products for retail sale comprising:

a store enclosure;

a display area within the store enclosure which includes a plurality of  
5 pods, each of the pods containing home furnishings and decorative accessories  
available for sale, and each pod so designed being identifiable with a different  
one of a plurality of different lifestyles, the home furnishings and decorative  
accessories of each respective pod including furniture and home furnishings and  
decorative accessories selected from the group consisting essentially of wall  
10 coverings, floor coverings, window coverings, electronics, lighting fixtures,  
sculpture, mirrors and pictures that are mutually compatible in design and  
identifiable with the respective one of the different lifestyles;

an array of intersecting aisles within the display area and providing  
pedestrian access to, from and among each of the pods; and

15 the plurality of pods being visually and physically separated from each  
other by features including the aisles and grouped by unifying elements selected  
from the group consisting essentially of lighting, rugs or floor finish, elevated  
structures and signage.

8. The store of claim 7 further comprising:

a central office checkout location within the store enclosure;

the array of intersecting aisles providing pedestrian access to, from and  
among each of the pods and the central office checkout location.

**9. The store of claim 7 further comprising:**

groupings of furniture compatible with the lifestyles of pods adjacent thereto;

the array including aisles terminating in the groupings.

**10. The store of claim 9 wherein:**

at least some of the groupings of furniture are visible for the length of the aisle that terminates in the respective grouping such that characteristics of a lifestyle can be perceived by a customer throughout the length of the aisle.

**11. The store of claim 7 further comprising:**

an entry space communicating and providing pedestrian passage between the outside of the enclosure and the array of aisles of the display area, the entry space including one or more informational displays relating to the store or  
5 business of the store or the manufacture of products sold therein.

**12. The store of claim 7 further comprising:**

an entry space communicating and providing pedestrian passage between the outside of the enclosure and the array of aisles of the display area, the entry space including a first informational display diagrammatically depicting a process  
5 of manufacturing furniture from material acquisition through the finishing of furniture products and a second informational display depicting the facts relating to a retail entity associated with the store.

**13.** The store of claim 7 further comprising:

a design center location within the store enclosure;

the array of intersecting aisles providing pedestrian access to, from and among each of the pods and the design center location.

**14.** The store of claim 7 further comprising:

an office area within the store enclosure;

the array of intersecting aisles providing pedestrian access to, from and among each of the pods and the office area.

**15.** The store of claim 7 further comprising:

a design center location within the store enclosure; and

an office area within the store enclosure;

the array of intersecting aisles providing pedestrian access to, from and among each of the pods, the design center location and the office area.

**16.** The store of claim 7 wherein:

at least one of the pods includes wall partitions internal to the pods dividing the pods physically and visually into a plurality of rooms.

**17.** A method of displaying furniture and accessories for retail sale comprising:

arranging a retail furniture display with furniture groupings decorated and positioned to identify customers of different lifestyles by attracting those  
5 customers on the basis of the corresponding lifestyle to different areas of a store;  
and

arranging furniture accessories and other non-furniture products in the store for display by locating products among the different areas in accordance with the marketability of such products to the customers so attracted to the  
10 respective areas.

**18.** The method of claim **17** further comprising:

so attracting the customers by decorating and furnishing said area of the store such that it is visible from a location remote from said area.

**19.** The method of claim **17** further comprising:

so attracting the customers by decorating and furnishing said area of the store such that it is visible from an aisle in the store from a location remote from said area.

**20.** The method of claim **17** further comprising:

determining the furniture accessories and other non-furniture products that are particularly likely to be marketable to the customers so attracted to the respective areas of the store; and

arranging the furniture accessories and other non-furniture products in the store for display by locating products among the different areas in accordance with the determination.

**21. The method of claim 20 wherein:**

the determining includes employing computerized marketing data correlation techniques to identify what furniture accessories and other non-furniture products are particularly likely to be marketable to the customers so attracted to the respective areas of the store.

**22. The method of claim 20 wherein:**

the determining includes selecting one or more persons skilled in an art selected from the group consisting of design, decorating, marketing, and merchandising, and having such person or persons make, based on their  
5 knowledge, experience or skill, the determination of what furniture accessories and other non-furniture products are particularly likely to be marketable to the customers so attracted to the respective areas of the store.



**23. A retail furniture store comprising:**

a store enclosure;

a display area within the store enclosure which includes a plurality of pods, each of the pods containing home furnishings and decorative accessories available for sale, the home furnishings and decorative accessories of the different pods being of respectively different styles, the home furnishings and decorative accessories of each respective pod including furniture and home furnishings and decorative accessories selected from the group consisting essentially of all coverings, floor coverings, window coverings, electronics, lighting fixtures, sculpture, mirrors and pictures that are mutually compatible in design;

a checkout location within the store enclosure;

an array of generally straight and intersecting aisles within the display area, the aisles providing pedestrian access to, from and among each of the pods and the checkout location, the array including aisles terminating in groupings of furniture, each of a different given style;

an entry space communicating and providing pedestrian passage between the outside of the enclosure and the array of aisles of the display area; and

the plurality of pods containing furniture groupings and accessories arranged as at least portions of each of a plurality of rooms of a house or other residence, each pod having contents that are visually and physically unified, and visually and physically separated from the contents of each of the other pods, by components selected from the group consisting essentially of aisles, lighting, floor finish, floor color, floor covering, floor elevation, signage and walls.

**24.** A retail furniture store comprising:

a plurality of pods, each pod corresponding to a furnished room decorated according to a respective lifestyle;

5 a plurality of aisles segmenting the plurality of pods into a plurality of sets of one or more related pods; and

a corresponding furniture display located adjacent each set of related pods, each corresponding furniture display selected to be mutually compatible in design with the corresponding set of related pods.

**25.** The store of claim **24** wherein:

each corresponding furniture display is located at an end of one of the aisles.

**26.** The store of claim **24**, further comprising:

a checkout location.

**27.** The store of claim **24** wherein:

each corresponding furniture display is located at an end of one of the aisles.

**28.** A method of arranging furniture, comprising the steps of:

a) organizing a section of a store with furniture associated with a particular furniture style;

b) identifying other furniture and non-furniture accessories interesting to  
5 consumers attracted to the particular furniture style; and

c) decorating the section with one or more of the identified accessories.

**29.** The method of claim 28, further comprising the step of:

repeating steps a) -c) for a plurality of different furniture styles within a furniture store.